



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

Posted 09/24/2015 JW
Posted 09/30/2015 JW

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, October 1, 2015 at 9:30 a.m.

**PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware**

**AMENDED AGENDA
(Amended items are denoted with an asterisk)**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – September 3, 2015
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding Intermediate or Advanced Difficulty Level Requirement for Online CE's
 - 3.2 Discussion Regarding Guidelines for Online Pre-licensing Courses
- 4.0 New Business
 - 4.1 Update from the Commission
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Association of REALTORS® School
 - 4.2.1.1 Course Title: 1031 Tax-Deferred Exchanges
Credit Hours: 3.0
Module: 6 or 7
 - 4.2.1.2 Course Title: Income Capitalization Techniques
Credit Hours: 3.0
Module: 6 or 7
 - 4.2.1.3 Course Title: Lease Accounting Standard – Real Estate and Law
Credit Hours: 3.0
Module: 6 or 7
 - 4.2.1.4 Course Title: Supply and Demand Analysis
Credit Hours: 3.0
Module: 6 or 7

4.2.2 Course Provider: Delaware School of Real Estate

4.2.2.1 Course Title: Guiding Homebuyers – Current Mortgage Programs & Topics
Credit Hours: 3.0
Module: 7

4.2.2.2 Course Title: The 15 Minute Walkthrough – How Houses are Built & What Goes Wrong
Credit Hours: 3.0
Module: 7

4.2.3 Kent County Association of Realtors ®

4.2.3.1 Course Title: Differences Between Delaware and Pennsylvania Real Estate Transactions
Credit Hours: 3.0
Module: 7

4.2.3.2 Course Title: First Time Home Buyers – Guiding a Buyer into a First Home
Credit Hours: 3.0
Module: 3 or 7

4.2.3.3 Course Title: Legislative Landmines
Credit Hours: 3.0
Module: 5

4.2.3.4 Course Title: Practical Tips for Listing Agents
Credit Hours: 3.0
Module: 6

4.2.3.5 Course Title: Real Estate “Jeopardy” - Documents
Credit Hours: 3.0
Module: 3

4.2.3.6 Course Title: Real Estate “Jeopardy” – Office Management
Credit Hours: 3.0
Module: 4

4.2.3.7 Course Title: Real Estate “Jeopardy” – Legislative Issues
Credit Hours: 3.0
Module: 5

4.2.3.8 Course Title: Risk Management
Credit Hours: 3.0
Module: 4

4.2.3.9 Course Title: Short Sales and Foreclosures
Credit Hours: 3.0
Module: 6

4.2.3.10 Course Title: Quirks in Real Estate – Practical Resolutions to Problems
Credit Hours: 3.0
Module: 6

4.2.3.11 Course Title: Understanding the Agreement of Sale
Credit Hours: 3.0
Module: 3

*4.2.4 McKissock, LP

4.2.4.1 Course Title: Delaware Core Module 3 – Real Estate Documents
Credit Hours: 3.0
Module: 3

4.2.4.2 Course Title: Delaware Core Module 5 – Legislative Issues
Credit Hours: 3.0
Module 5

*4.2.5 Stephen M. Marcus

4.2.5.1 Course Title: Selling HUD Homes – Making it Easy!
Credit Hours: 3.0
Module: 6

*4.2.6 The CE Shop, Inc.

4.2.6.1 Course Title: Hot Market Strategies
Credit Hours: 3.0
Module: 7

4.2.6.2 Course Title: New Salesperson Module 1: Professional Standards in Real Estate
Credit Hours: 3.0
Module: New Licensee Module 1

4.2.6.3 Course Title: New Salesperson Module 2: Agreement of Sale/Buyer Representation
Credit Hours: 3.0
Module: New Licensee Module 2

4.2.6.4 Course Title: New Salesperson Module 3: Real Estate Documents/Seller Representation
Credit Hours: 3.0
Module: New Licensee Module 3

4.2.6.5 Course Title: New Salesperson Module 4: Real Estate Professionalism
Credit Hours: 3.0
Module: New Licensee Module 4

4.3 Review of Instructor Applications

4.3.1 David Dilworth

Continuing Education: Modules 5, 6 & 7 – Lease Accounting

4.3.2 Albert Hughes

Continuing Education: Module 7 – Demographic Analysis; Income Capitalization; Real Estate Market Cycles

- 4.3.3 Margaret McDonnell
Continuing Education: Module 7 – 1031 Tax Deferred Exchanges
- 4.3.4 Michael Rushe
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 7
- *4.3.5 Noelle Barbone
Continuing Education: Modules 2, 4, & 7 – Qualifying a Seller to Sell; Buyer Agency; Ethics; Office Management; Contracts; Negotiation; RESPA
- *4.3.6 Dominic Cardone
Continuing Education: Modules 1 – 6; Module 7 – ABR; Green 100; Green 200; Green 300; Ethics; Agency; Short Sales; Standard Forms, RE Marketing Reboot; SRES
- *4.3.7 Dee Hake
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Module 7 – Buyer Consultation; Staging; Seller Presentation; Short Sales; REOs; Foreclosures; Overcoming Objections; Pricing; Negotiating Strategies; Contracts; Leases; LTC

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

4.4 Discussion Regarding Potential Revisions to Broker's Course Outline

*4.5 Review 2016 Meeting Dates

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – November 5, 2015 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Real Estate Education Committee
Agenda – October 1, 2015
Page 5

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.